

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 01742 211323Z

51

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 W
----- 104272

R 211251Z APR 75

FM AMEMBASSY KUWAIT

TO MR A HUTCHINS

FIELDCREST MILL

EXPORT DEPARTMENT

60 WEST 40TH STREET

NEW YORK NEW YORK

TWX 710 581-3927

INFO SECSTATE WASHDC 2818

UNCLAS KUWAIT 1742

FROM ECONOMI/COMMERCIAL OFFICER

E.O. 11652: N/A

TAGS: BGEN, KU

SUBJECT: REQUEST TO REPRESENT YOUR PRODUCTS IN KUWAIT

1. THIS IS TO SUPPORT LETTER DATED 9MAR75 FROM MR. A. ABDULAZIZ AL-QANDI REQUESTING YOU APPOINT HIS COMPANY AS YOUR AGENT IN KUWAIT.

2. MR. AL-QANDI IS AN OFFICIAL OF KUWAIT MINISTRY OF FOREIGN AFFAIRS. ONLY IN HIS EARLY THIRTIES, HE HAS SPENT 12 YEARS IN U.S. STUDYING AND WORKING FOR HIS GOVERNMENT IN ITS EMBASSY IN WASHINGTON AND LATER AT ITS CONSULATE IN NEW YORK. HE HAS A B.A. IN ECONOMICS FROM THE AMERICAN UNIVERSITY AND AN M.A. IN THE SAME FIELD FROM HUNTER COLLEGE. HE HAS DONE SOME COMMERCIAL WORK WHILE IN THE U.S. HIS FATHER WAS A BUSINESSMAN, AND UNTIL RECENTLY, HE WAS A PARTNER IN A SUCCESSFUL RETAIL ESTABLISHMENT HERE WHICH SOLD THE TYPES OF PRODUCTS HE IS NOW SEEKING TO DISTRIBUTE. HIS KNOWLEDGE OF ENGLISH, AMERICANS AND U.S. BUSINESS METHODS IS EXCELLENT. NEEDLESS TO SAY, HE KNOWS KUWAIT.

3. HIS RECENTLY FORMED COMPANY, INTERNATIONAL COMPANY FOR UNCLASSIFIED

UNCLASSIFIED

PAGE 02 KUWAIT 01742 211323Z

REALTY, TRADE AND SERVICES, HAS AN ATTRACTIVE SUITE OF

OFFICES IN DOWNTOWN KUWAIT. HE HAS A STAFF OF THREE INCLUDING TWO SALESMEN. MR. AL-QANDI KNOWS MANY OF THE KUWAIT'S LEADING BUSINESSMEN, AND CAN REASONABLY EXPECT TO BUILD UP A GOOD NETWORK OF RETAIL OUTLETS FOR ANY QUALITY DRY GOOD PRODUCTS FOR WHICH HE ACTS AS AGENT (A LOCAL AGENT IS REQUIRED IN KUWAIT).

4. ONE OBSERVATION OF U.S. COMPANIES IN KUWAIT HAS BEEN THEY TEND TO BE OVERLY IMPRESSED WITH LARGE KUWAITI COMPANIES WHO HAVE OFTEN GROWN FAT AND LAZY WHEREAS, OUR JAPANESE COMPETITORS HAVE STEADILY INCREASED THEIR SHARE OF THE MARKET IN MANY AREAS TO BECOME KUWAIT'S NUMBER ONE SUPPLIER BY OFTEN BACKING SMALL, NEW COMPANIES WHICH SHOW PROMISE. WOULD RESPECTFULLY RECOMMEND YOU CONSIDER GIVING REPRESENTATION RIGHTS IN THIS MARKET TO AL-QANDI FOR SUFFICIENT TRIAL PERIOD FOR HIM TO DEVELOP MARKET FOR YOUR PRODUCTS.
STOLTZFUS

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KUWAIT01742
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750139-0357
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750433/aaaabelg.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 02 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 JUL 2003 by SilvaL0>; APPROVED <02 FEB 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: REQUEST TO REPRESENT YOUR PRODUCTS IN KUWAIT
TAGS: BGEN, KU
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006